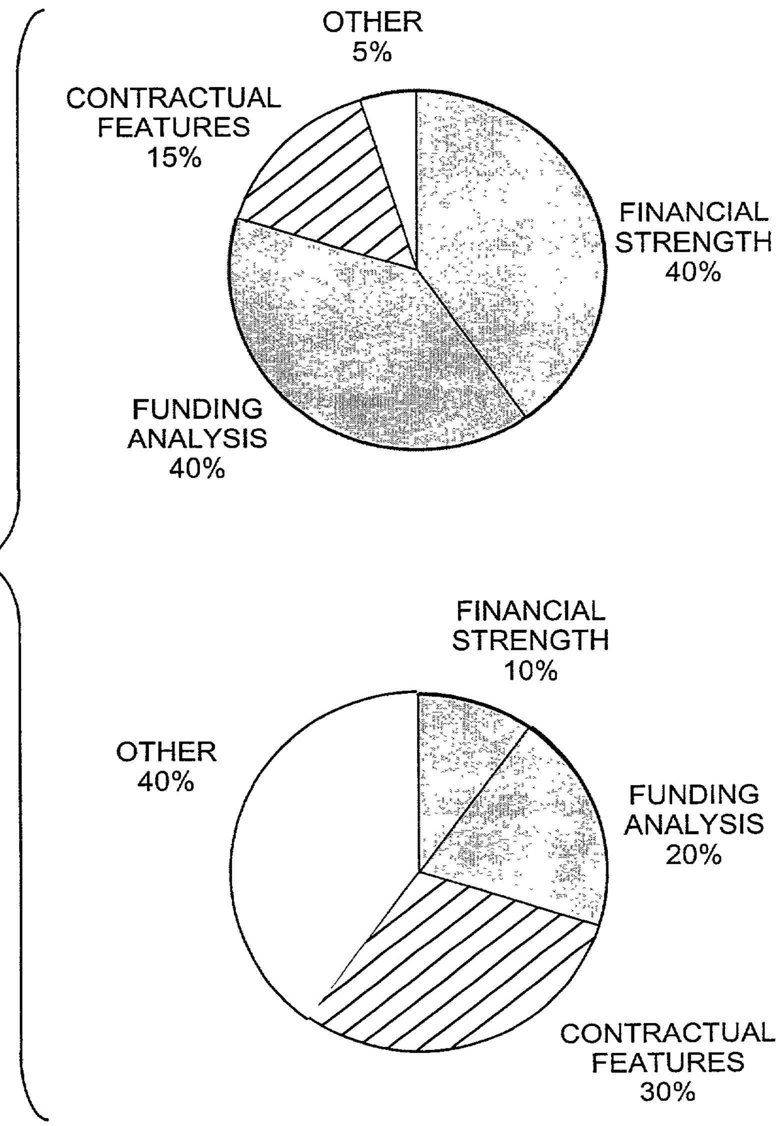
OTHER
5%
CONTRACTUAL
FEATURES
15%
FINANCIAL
STRENGTH
40%
FUNDING
ANALYSIS
40%
FINANCIAL
STRENGTH
10%
OTHER
40%
FUNDING
ANALYSIS
20%
CONTRACTUAL
FEATURES
30%

FIG. 1A

| **FINANCIAL STRENGTH OF COMPANY** | **40** |
|---|---|
| S&P RATING | 6 |
| WEISS RATING | 6 |
| BEST'S RATING | 8 |
| ASSET SIZE | 10 |
| STRENGTH OF BACKING FROM PARENT | 10 |

| **FUNDING ANALYSIS** | **40** |
|---|---|
| CASH FLOW REQUIRED FOR FUNDING | 20 |
| NET PRESENT VALUE OF A/T CASH FLOW AT X% | 4 |
| IRR ON COMPOSITE A/T CASH FLOW | 4 |
| A/T EFFECT ON EARNINGS @ YEAR 1 | 5 |
| CUMULATIVE A/T EFFECT ON EARNINGS @ YEAR 5 | 5 |
| EARNINGS CROSSOVER | 2 |

| **CONTRACTUAL FEATURES** | **15** |
|---|---|
| De MEC'ING PROVISIONS | 3 |
| MORTALITY CHARGE GUARANTEES | 4 |
| EXPENSE CHARGE GUARANTEES | 4 |
| BUYER RATING OF FUND CHOICES | 2 |
| BUYER RATING OF HISTORICAL FUND PERFORMANCE | 2 |

| **OTHER** | **5** |
|---|---|
| SUITABILITY OF UNDERWRITING OFFER | 5 |

FIG. 1B

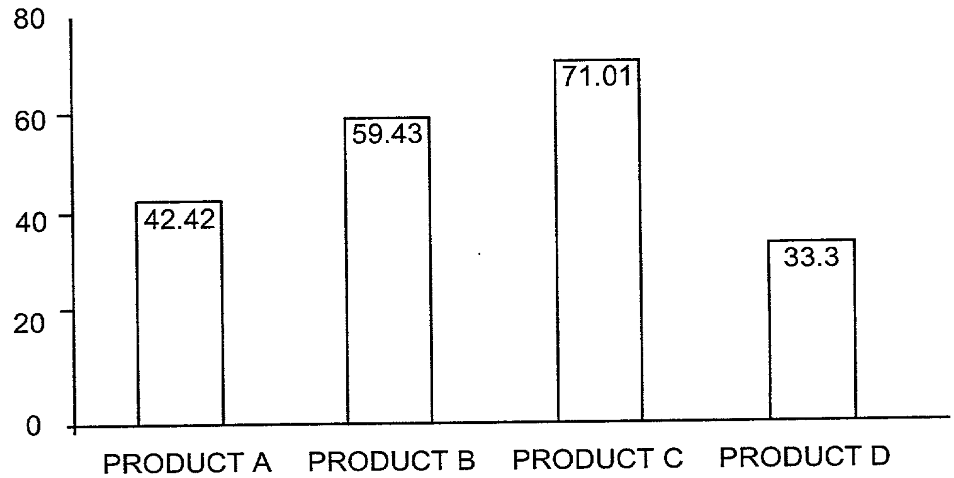
80
60
40
20
0
42.42
59.43
71.01
33.3
PRODUCT A
PRODUCT B
PRODUCT C
PRODUCT D

FIG. 1C

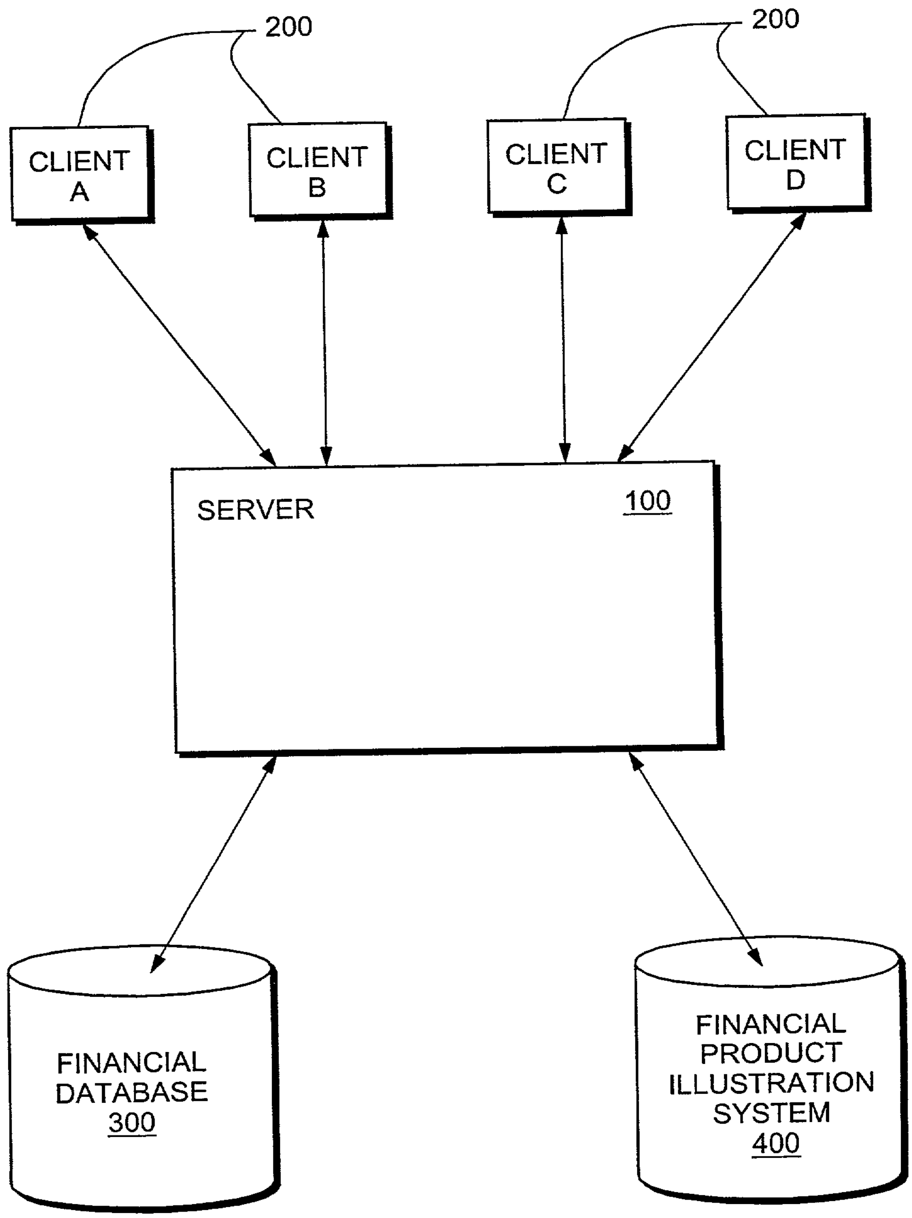
200
200
CLIENT A
CLIENT B
CLIENT C
CLIENT D
SERVER
100
FINANCIAL DATABASE
300
FINANCIAL PRODUCT ILLUSTRATION SYSTEM
400

FIG. 2

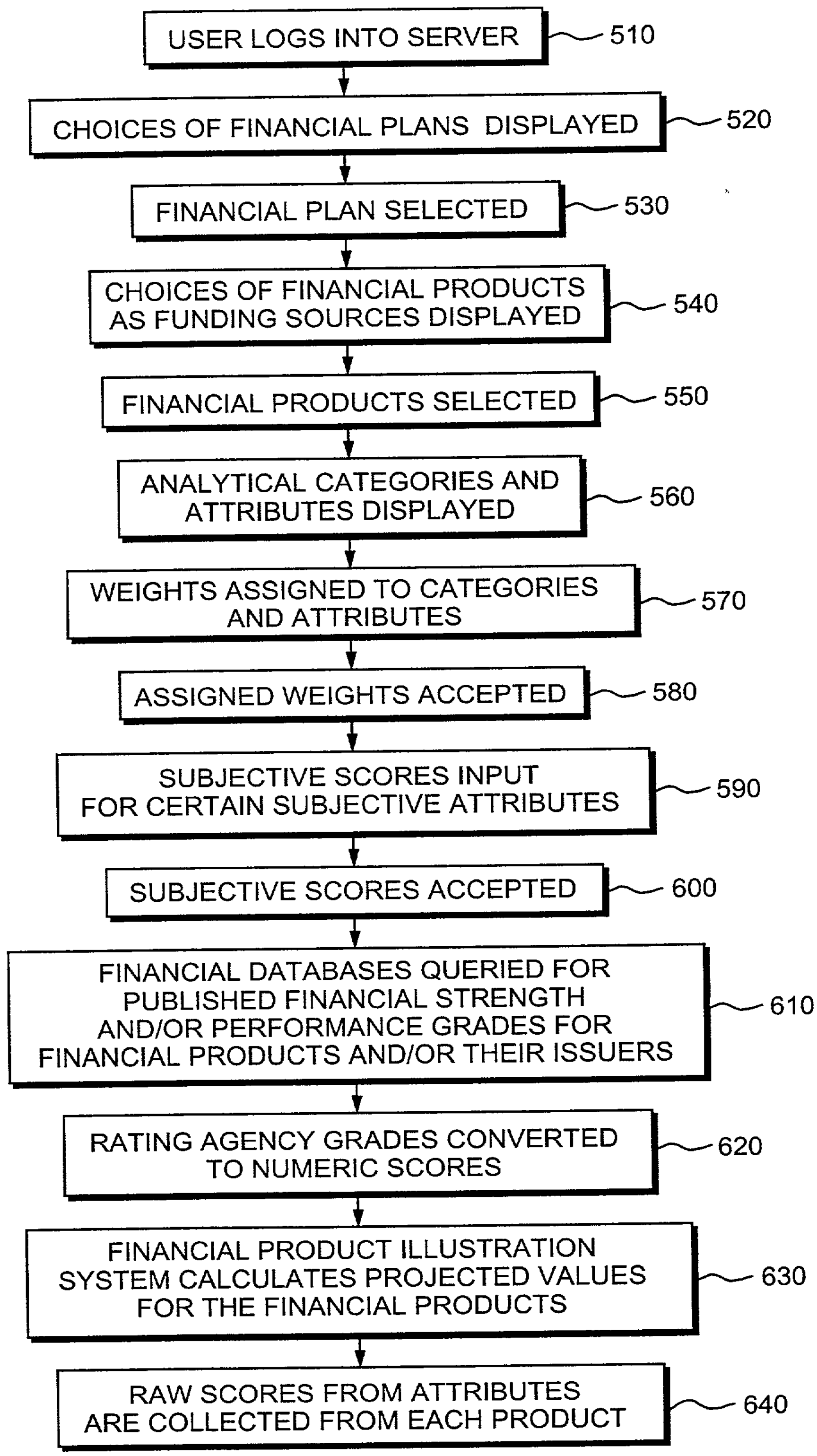
USER LOGS INTO SERVER
510
CHOICES OF FINANCIAL PLANS DISPLAYED
520
FINANCIAL PLAN SELECTED
530
CHOICES OF FINANCIAL PRODUCTS AS FUNDING SOURCES DISPLAYED
540
FINANCIAL PRODUCTS SELECTED
550
ANALYTICAL CATEGORIES AND ATTRIBUTES DISPLAYED
560
WEIGHTS ASSIGNED TO CATEGORIES AND ATTRIBUTES
570
ASSIGNED WEIGHTS ACCEPTED
580
SUBJECTIVE SCORES INPUT FOR CERTAIN SUBJECTIVE ATTRIBUTES
590
SUBJECTIVE SCORES ACCEPTED
600
FINANCIAL DATABASES QUERIED FOR PUBLISHED FINANCIAL STRENGTH AND/OR PERFORMANCE GRADES FOR FINANCIAL PRODUCTS AND/OR THEIR ISSUERS
610
RATING AGENCY GRADES CONVERTED TO NUMERIC SCORES
620
FINANCIAL PRODUCT ILLUSTRATION SYSTEM CALCULATES PROJECTED VALUES FOR THE FINANCIAL PRODUCTS
630
RAW SCORES FROM ATTRIBUTES ARE COLLECTED FROM EACH PRODUCT
640

FIG. 3A

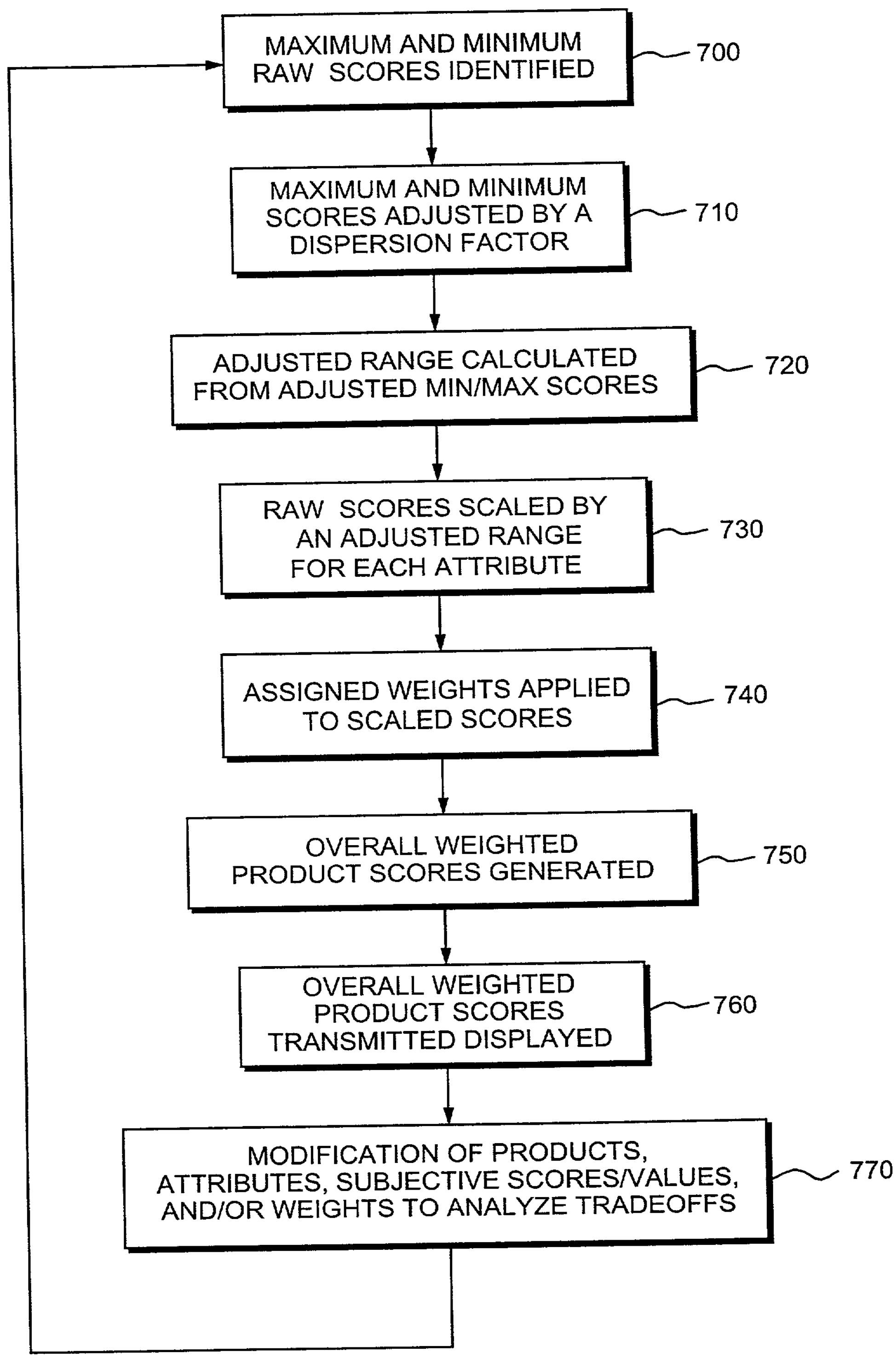
MAXIMUM AND MINIMUM RAW SCORES IDENTIFIED
700
MAXIMUM AND MINIMUM SCORES ADJUSTED BY A DISPERSION FACTOR
710
ADJUSTED RANGE CALCULATED FROM ADJUSTED MIN/MAX SCORES
720
RAW SCORES SCALED BY AN ADJUSTED RANGE FOR EACH ATTRIBUTE
730
ASSIGNED WEIGHTS APPLIED TO SCALED SCORES
740
OVERALL WEIGHTED PRODUCT SCORES GENERATED
750
OVERALL WEIGHTED PRODUCT SCORES TRANSMITTED DISPLAYED
760
MODIFICATION OF PRODUCTS, ATTRIBUTES, SUBJECTIVE SCORES/VALUES, AND/OR WEIGHTS TO ANALYZE TRADEOFFS
770

FIG. 3B

| eValuator Weighted Scoring of Funding Sources for Supplemental Benefit Plans | | | ← WEIGHTED SCORES AND USER INPUT OF SUBJECTIVE RANKS → | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Product A | Product B | Product C | Product D | Product E | Product F | Product G | Product H | Product I | Product J |
| Weights | | | | | | | | | | | | |
| Category | Comp | V-Category of Analysis-V \| Scaled Score – – – ▶ | 48 43 | 57 10 | 51 34 | 38 58 | 54.19 | 54.85 | 41.14 | 51 27 | 34 95 | 37 46 |
| Selected weights* | | | Please Insert Subjective Rank on Scale of 1 to 10 in Shaded Cells Below: | | | | | | | | | |
| 20% | | Financial Strength of Insurance Company | | | | | | | | | | |
| | 5% | S&P Rating | AA | AA+ | AA+ | B+ | B | AA+ | BBB+ | AA | B+ | AAA |
| | 5% | Weiss Rating | B+ | C+ | A- | B+ | C | A | B+ | B | C | A+ |
| | 5% | A M Best Rating | A | A+ | A+ | A+ | D | A | C+ | B- | C | A++ |
| | 3% | Asset Size (millions) | $3,849 | $830 | $68,953 | $19,884 | $501 | $25,230 | $12,650 | $750 | $680 | $72,000 |
| | 2% | Strength of Financial Backing including Parent | 7 | 9 | 10 | 8 | 3 | 7 00 | 6.00 | 8 00 | 4 00 | 10.00 |
| 60% | | Funding Analysis | | | | | | | | | | |
| | 20% | Cash Flow Required for Funding | ($3,752,850) | ($3,256,980) | ($3,335,860) | ($3,858,035) | ($3,150,000) | ($3,450,000) | ($3,680,000) | ($2,985,000) | ($3,680,000) | ($3,800,000) |
| | 6% | Net Present Value of A/T Cash Flow at X% | $2,565,990 | $850,265 | $1,952,005 | $3,485,005 | $2,950,000 | $1,750,000 | $2,735,000 | $1,790,000 | $2,195,000 | $1,650,000 |
| | 20% | IRR on Composite A/T Cash Flow | 5 85% | 7 12% | 5 20% | 6 05% | 7.60% | 6 25% | 6.10% | 5 60% | 5.45% | 4.90% |
| | 6% | A/T Effect on Earnings, Yr 1 | ($250,356) | ($25,260) | ($187,560) | ($225,330) | ($75,000) | ($48,000) | ($238,000) | ($174,000) | ($215,000) | ($270,000) |
| | 3% | Cum A/T Effect on Earnings, Yr 5 | $4,589,660 | $4,278,505 | $3,899,660 | $2,765,888 | $4,650,000 | $4,250,000 | $4,389,000 | $3 670,000 | $4,780,000 | $3,750,000 |
| | 5% | Earnings Crossover | 3 | 2 | 4 | 6 | 2 | 3 | 4 | 4 | 7 | 4 |
| 15% | | Contractual Features | | | | | | | | | | |
| | 3% | De-MECing Provisings | 5 | 4 | 7 | 5 | 2 | 6 | 4 | 8 | 7 | 8 |
| | 4% | Mortality Charge Guarantees | 8 | 8 | 6 | 2 | 3 | 4 | 6 | 7 | 5 | 3 |
| | 2% | Expense Charge Guarantees | 8 | 7 | 4 | 4 | 5 | 4 | 7 | 5 | 4 | 3 |
| | 4% | Buyer Rating of Fund Choices | 10 | 6 | 4 | 10 | 6 | 9 | 7 | 6 | 6 | 9 |
| | 2% | Buyer Rating of Historical Fund Performance | 7 | 5 | 8 | 4 | 6 | 7 | 6 | 7 | 6 | 9 |
| 5% | | Other | | | | | | | | | | |
| | 5% | Suitability of Underwriting Offer | 9 | 4 | 6 | 4 | 7 | 6 | 5 | 3 | 8 | 5 |
| 100% | 100% | | | | | | | | | | | |

800 800 810 810 820 820 830 830 830 830 840

FIG. 4A

7/25

| Financial Strength Arrays--→ | Ratings Categories | | S&P | AFS S&P's | A.M. BEST | AFS A.M. BEST | WEISS | AFS WEISS | MOODY'S | | DUFF & PHELPS |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Superior | 20 | AAA | 20 | A++ | 20 | A+ | 20 | AAA | | AAA |
| | | 19 | | | A+ | 19 | | | | | |
| | Excellent | 18 | AA+ | 18 | A | 18 | A | 18 | Aa1 | | AA+ |
| | | 17 | AA | 17 | A- | 17 | A- | 17 | Aa2 | | AA |
| | | 16 | AA- | 16 | | | B+ | 16 | Aa3 | | AA- |
| | Very Good | 15 | A+ | 15 | B++ | 15 | B | 15 | A1 | | A+ |
| | | 14 | A | 14 | B+ | 14 | B- | 14 | A2 | | A |
| | | 13 | A- | 13 | | | C+ | 13 | A3 | | A- |
| | Good | 12 | BBB+ | 12 | B | 12 | C | 12 | Baa1 | | BBB+ |
| | | 11 | BBB | 11 | B- | 11 | C- | 11 | Baa2 | | BBB |
| | | 10 | BBB- | 10 | | | D+ | 10 | Baa3 | | BBB- |
| | Fair | 9 | BB+ | 9 | C++ | 9 | D | 9 | Ba1 | | BB+ |
| | | 8 | BB | 8 | C+ | 8 | D- | 8 | Ba2 | | BB |
| | | 7 | BB- | 7 | | | E+ | 7 | Ba3 | | BB- |
| | Marginal | 6 | B+ | 6 | C | 6 | E | 6 | Ba1 | | B+ |
| | | 5 | B | 5 | C- | 5 | E- | 5 | Ba2 | | B |
| | | 4 | B- | 4 | | | | | Ba3 | | B- |
| | Below Standards | 3 | CCC | 3 | D | 3 | | | Caa | | |
| | | 2 | CC | 2 | | | | | Ca | | |
| | | 1 | | | | | | | C | | |
| | | 0 | | | E | 0 | | | | | |
| | | -1 | | | F | -1 | | | | | |

FIG. 4B

**Raw Score Results**

Raw Scores, before weights applied

| Weight Subt | Weight Categ | Category of Analysis | Product A | Product B | Product C | Product D | Product E | Product F | Product G | Product H | Product I | Product J |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 20 00 | | Financial Strength of Insurance Company | | | | | | | | | | |
| | 5 00 | S&P Rating | 17 00 | 18 00 | 18 00 | 6 00 | 5 00 | 18 00 | 12 00 | 17 00 | 6 00 | 20 00 |
| | 5 00 | Weiss Rating | 16.00 | 13.00 | 17 00 | 16 00 | 12 00 | 18 00 | 16 00 | 15.00 | 12 00 | 20 00 |
| | 5 00 | A M. Best Rating | 18 00 | 19 00 | 19 00 | 19 00 | 3 00 | 18.00 | 8.00 | 11.00 | 6 00 | 20 00 |
| | 3 00 | Asset Size | $3,849 | $830 | $68,953 | $19,884 | $501 | $25,230 | $12,650 | $750 | $680 | $72,000 |
| | 2 00 | Strength of Financial Backing including Parent | 7 | 9 | 10 | 8 | 3 | 7 | 6 | 8 | 4 | 10 |
| 60 00 | | Funding Analysis | | | | | | | | | | |
| | 20 00 | Cash Flow Required for Funding | ($3,752,850) | ($3,256,980) | ($3,335,860) | ($3,858,035) | ($3,150,000) | ($3,450,000) | ($3,680,000) | ($2,985,000) | ($3,680,000) | ($3,800,000) |
| | 6 00 | Net Present Value of A/T Cash Flow at X% | $2,565,990 | $850,265 | $1,952,005 | $3,485,005 | $2,950,000 | $1,750,000 | $2,735,000 | $1,790,000 | $2,195,000 | $1,650,000 |
| | 20.00 | IRR on Composite A/T Cash Flow | 5.85% | 7 12% | 5.20% | 6 05% | 7.60% | 6 25% | 6 10% | 5 60% | 5 45% | 4.90% |
| | 6 00 | A/T Effect on Earnings, Yr 1 | ($250,356) | ($25,260) | ($187,560) | ($225,330) | ($75,000) | ($48,000) | ($238,000) | ($174,000) | ($215,000) | ($270,000) |
| | 3 00 | Cum A/T Effect on Earnings, Yr 5 | $4,589,660 | $4,278,505 | $3,899,660 | $2,765,888 | $4,650,000 | $4,250,000 | $4,389,000 | $3 670,000 | $4,780,000 | $3,750,000 |
| | 5.00 | Earnings Crossover | 3 | 2 | 4 | 6 | 2 | 3 | 4 | 4 | 7 | 1 |
| 15.00 | | Contractual Features | | | | | | | | | | |
| | 3 00 | De-MECing Provisings | 5 00 | 4 00 | 7 00 | 5 00 | 2.00 | 6 00 | 4.00 | 8 00 | 7 00 | 8.00 |
| | 4.00 | Mortality Charge Guarantees | 8 00 | 8 00 | 6.00 | 2 00 | 3 00 | 4 00 | 6.00 | 7.00 | 5 00 | 3.00 |
| | 2 00 | Expense Charge Guarantees | 8 00 | 7 00 | 4 00 | 4 00 | 5.00 | 4.00 | 7.00 | 5.00 | 4 00 | 3.00 |
| | 4 00 | Buyer Rating of Fund Choices | 10 00 | 6 00 | 8 00 | 10 00 | 6.00 | 9.00 | 7.00 | 6 00 | 6 00 | 9.00 |
| | 2.00 | Buyer Rating of Historical Fund Performance | 7 00 | 5 00 | 8.00 | 4 00 | 6.00 | 7.00 | 6.00 | 7.00 | 6 00 | 9 00 |
| 5 00 | | Other | | | | | | | | | | |
| | 5 00 | Suitability of Underwriting Offer | 9.00 | 4 00 | 6.00 | 4 00 | 7.00 | 6.00 | 5.00 | 3 00 | 8 00 | 5.00 |
| 100.00 | 100 00 | | | | | | | | | | | |

850

FIG. 4C

| Raw Score Results | | | Range and Dispersion of Weighted Scores | | | | | |
|---|---|---|---|---|---|---|---|---|
| | | | Dispersion Factor used to de-cluster scores ------► 10.00% | | | | | |
| Weight | | | | | | | | |
| Subt | Categ | Category of Analysis | Max | Min | Spread | Adjusted Max w/Disp. Factor | Adjusted Min w/Disp. Factor | Ad. Range w/Disp. Factor |
| 20.00 | | Financial Strength of Insurance Company | | | | | | |
| | 5.00 | S&P Rating | 20.00 | 5.00 | 15.00 | 21.50 | 3.50 | 18.00 |
| | 5.00 | Weiss Rating | 20.00 | 12.00 | 8.00 | 20.80 | 11.20 | 9.60 |
| | 5.00 | A.M. Best Rating | 20.00 | 3.00 | 17.00 | 21.70 | 1.30 | 20.40 |
| | 3.00 | Asset Size | $72,000 | $501 | $71,499 | $79,150 | ($6,649) | $85,799 |
| | 2.00 | Strength of Financial Backing including Parent | 10.00 | 3.00 | 7.00 | 10.70 | 2.30 | 8.40 |
| 60.00 | | Funding Analysis | | | | | | |
| | 20.00 | Cash Flow Required for Funding | ($2,985,000) | ($3,858,035) | $873,035 | ($2,897,697) | ($3,945,339) | ($1,047,642) |
| | 6.00 | Net Present Value of A/T Cash Flow at X% | $3,485,005 | $850,265 | $2,634,740 | $3,748,479 | $586,791 | $3,161,688 |
| | 20.00 | IRR on Composite A/T Cash Flow | 7.600% | 4.900% | 2.700% | 7.870% | 4.630% | 3.240% |
| | 6.00 | A/T Effect on Earnings, Yr 1 | ($25,260) | ($270,000) | $244,740 | ($786) | ($294,474) | $293,688 |
| | 3.00 | Cum. A/T Effect on Earnings, Yr 5 | $4,780,000 | $2,765,888 | $2,014,112 | $4,981,411 | $2,564,477 | $2,416,934 |
| | 5.00 | Earnings Crossover | 7.00 | 1.00 | 6.00 | 7.60 | 0.40 | 7.20 |
| 15.00 | | Contractual Features | | | | | | |
| | 3.00 | De-MECing Provisings | 8.00 | 2.00 | 6.00 | 8.60 | 1.40 | 7.20 |
| | 4.00 | Mortality Charge Guarantees | 8.00 | 2.00 | 6.00 | 8.60 | 1.40 | 7.20 |
| | 2.00 | Expense Charge Guarantees | 8.00 | 3.00 | 5.00 | 8.50 | 2.50 | 6.00 |
| | 4.00 | Buyer Rating of Fund Choices | 10.00 | 6.00 | 4.00 | 10.40 | 5.60 | 4.80 |
| | 2.00 | Buyer Rating of Historical Fund Performance | 9.00 | 4.00 | 5.00 | 9.50 | 3.50 | 6.00 |
| 5.00 | | Other | | | | | | |
| | 5.00 | Suitability of Underwriting Offer | 9.00 | 3.00 | 6.00 | 9.60 | 2.40 | 7.20 |
| 100.00 | 100.00 | | | | | | | |

FIG. 4D

| SCALED SCORING | | | Product A | Product B | Product C | Product D | Product E | Product F | Product G | Product H | Product I | Product J |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | ◄– – – Weighted Scores , after Weights Applied – – –► | | | | | | | | | |
| Weight | | | | | | | | | | | | |
| Subt | Categ | Category of Analysis Scaled Scoring – – ► | 48.43 | 57.10 | 51.34 | 38.58 | 54.19 | 54.85 | 41.14 | 51.27 | 34.95 | 37.46 |
| 20.00 | | Financial Strength of Insurance Company | | | | | | | | | | |
| | 5.00 | S&P Rating | 3.75 | 4.03 | 4.03 | 0.69 | 0.42 | 4.03 | 2.63 | 3.75 | 0.69 | 4.58 |
| | 5.00 | Weiss Rating | 2.50 | 0.94 | 3.02 | 2.50 | 0.42 | 3.54 | 2.50 | 1.98 | 0.42 | 4.58 |
| | 5.00 | A.M. Best Rating | 4.09 | 4.34 | 4.34 | 4.34 | 0.42 | 4.09 | 1.64 | 2.38 | 1.15 | 4.58 |
| | 3.00 | Asset Size | 0.37 | 0.26 | 2.64 | 0.93 | 0.25 | 1.11 | 0.67 | 0.26 | 0.26 | 2.75 |
| | 2.00 | Strength of Financial Backing Including Parent | 1.12 | 1.60 | 1.83 | 1.36 | 0.17 | 1.12 | 0.88 | 1.36 | 0.40 | 1.83 |
| 60.00 | | Funding Analysis | | | | | | | | | | |
| | 20.00 | Cash Flow Required for Funding | $4 | $13 | $12 | $2 | $15 | $9 | $5 | $18 | $5 | $3 |
| | 6.00 | Net Present Value of A/T Cash Flow at X% | $4 | $1 | $3 | $6 | $4 | $2 | $4 | $2 | $3 | $2 |
| | 20.00 | IRR on Composite A/T Cash Flow | 753.09% | 1537.04% | 351.85% | 876.54% | 1833.33% | 1000.00% | 907.41% | 598.77% | 506.17% | 166.67% |
| | 6.00 | A/T Effect on Earnings, Yr 1 | $1 | $6 | $2 | $1 | $4 | $5 | $1 | $2 | $2 | $1 |
| | 3.00 | Cum A/T Effect on Earnings, Yr 5 | $3 | $2 | $2 | $0 | $3 | $2 | $2 | $1 | $3 | $1 |
| | 5.00 | Earnings Crossover | 2 | 1 | 3 | 4 | 1 | 2 | 3 | 3 | 5 | 0 |
| 15.00 | | Contractual Features | | | | | | | | | | |
| | 3.00 | De-MECing Provisings | 1.50 | 1.08 | 2.33 | 1.50 | 0.25 | 1.92 | 1.08 | 2.75 | 2.33 | 2.75 |
| | 4.00 | Mortality Charge Guarantees | 3.67 | 3.67 | 2.56 | 0.33 | 0.89 | 1.44 | 2.56 | 3.11 | 2.00 | 0.89 |
| | 2.00 | Expense Charge Guarantees | 1.83 | 1.50 | 0.50 | 0.50 | 0.83 | 0.50 | 1.50 | 0.83 | 0.50 | 0.17 |
| | 4.00 | Buyer Rating of Fund Choices | 3.67 | 0.33 | 2.00 | 3.67 | 0.33 | 2.83 | 1.17 | 0.33 | 0.33 | 2.83 |
| | 2.00 | Buyer Rating of Historical Fund Performance | 1.17 | 0.50 | 1.50 | 0.17 | 0.83 | 1.71 | 0.83 | 1.17 | 0.83 | 1.63 |
| 5.00 | | Other | | | | | | | | | | |
| | 5.00 | Suitability of Underwriting Offer | 4.58 | 1.11 | 2.50 | 1.11 | 3.19 | 2.50 | 1.81 | 0.42 | 3.89 | 1.81 |
| 100.00 | 100.00 | | | | | | | | | | | |

FIG. 4E

| eValuator Weighted Scoring of Funding Sources for Supplemental Benefit Plans | | | Product A | Product B | Product C | Product D | Product E | Product F | Product G | Product H | Product I | Product J |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | WEIGHTED SCORES AND USER INPUT OF SUBJECTIVE RANKS | | | | | | | | | |
| Weights | | | | | | | | | | | | |
| Category | Comp | Category of Analysis | 61.95 | 58.55 | 67.83 | 37.53 | 26 19 | 63 99 | 44 11 | 54.61 | 27.30 | 68.99 |
| Selected Weights' | | | Please Insert Subjective Rank on Scale of 1 to 10 in Shaded Cells below' | | | | | | | | | |
| 60% | | Financial Strength of Insurance Company | | | | | | | | | | |
| | 30% | S&P Rating | AA | AA+ | AA+ | B+ | B | AA+ | BBB+ | AA | B+ | AAA |
| | 10% | Weiss Rating | B+ | C+ | A- | B+ | C | A | B+ | B | C | A+ |
| | 5% | A M Best Rating | A | A+ | A+ | A+ | D | A | C+ | B- | C | A++ |
| | 5% | Asset Size (millions) | $3,849 | $830 | $68,953 | $19,884 | $501 | $25,230 | $12,650 | $750 | $680 | $72,000 |
| | 10% | Strength of Financial Backing including Parent | 7 | 9 | 10 | 8 | 3 | 7.00 | 6 00 | 8 00 | 4.00 | 10 |
| 20% | | Funding Analysis | | | | | | | | | | |
| | 4% | Cash Flow Required for Funding | ($3,752,850) | ($3,256,980) | ($3,335,860) | ($3,858,035) | ($3,150,000) | ($3,450,000) | ($3,680,000) | ($2,985,000) | ($3,680,000) | ($3,800,000) |
| | 4% | Net Present Value of A/T Cash Flow at X% | $2,565,990 | $850 265 | $1,952,005 | $3,485,005 | $2,950,000 | $1,750,000 | $2,735,000 | $1,790,000 | $2,195,000 | $1,650,000 |
| | 4% | IRR on Composite A/T Cash Flow | 5 85% | 7 12% | 5 20% | 6 05% | 7 60% | 6 25% | 6 10% | 5 60% | 5.45% | 4 90% |
| | 4% | A/T Effect on Earnings, Yr 1 | ($250,356) | ($25,260) | ($187,560) | ($225,330) | ($75,000) | ($48,000) | ($238,000) | ($174,000) | ($215,000) | ($270,000) |
| | 2% | Cum. A/T Effect on Earnings, Yr 5 | $4,589,660 | $4,278,505 | $3,899,660 | $2,765,888 | ($4,650,000) | $4,250,000 | $4,389,000 | $3,670,000 | $4,780,000 | $3,750,000 |
| | 2% | Earnings Crossover | 3 | 2 | 4 | 6 | 2 | 3 | 4 | 4 | 7 | 1 |
| 15% | | Contractual Features | | | | | | | | | | |
| | 3% | De-MECing Provisings | 5 | 4 | 7 | 5 | 2 | 6 | 4 | 8 | 7 | 8 |
| | 4% | Mortality Charge Guarantees | 8 | 8 | 6 | 2 | 3 | 4 | 6 | 7 | 5 | 3 |
| | 2% | Expense Charge Guarantees | 8 | 7 | 4 | 4 | 5 | 4 | 7 | 5 | 4 | 3 |
| | 4% | Buyer Rating of Fund Choices | 10 | 6 | 8 | 10 | 6 | 9 | 7 | 6 | 6 | 9 |
| | 2% | Buyer Rating of Historical Fund Performance | 7 | 5 | 8 | 4 | 6 | 7 | 6 | 7 | 6 | 9 |
| 5% | | Other | | | | | | | | | | |
| | 5% | Suitability of Underwriting Offer | 9 | 4 | 4 | 4 | 7 | 6 | 5 | 3 | 8 | 5 |
| 100% | 100% | | | | | | | | | | | |

FIG. 4F

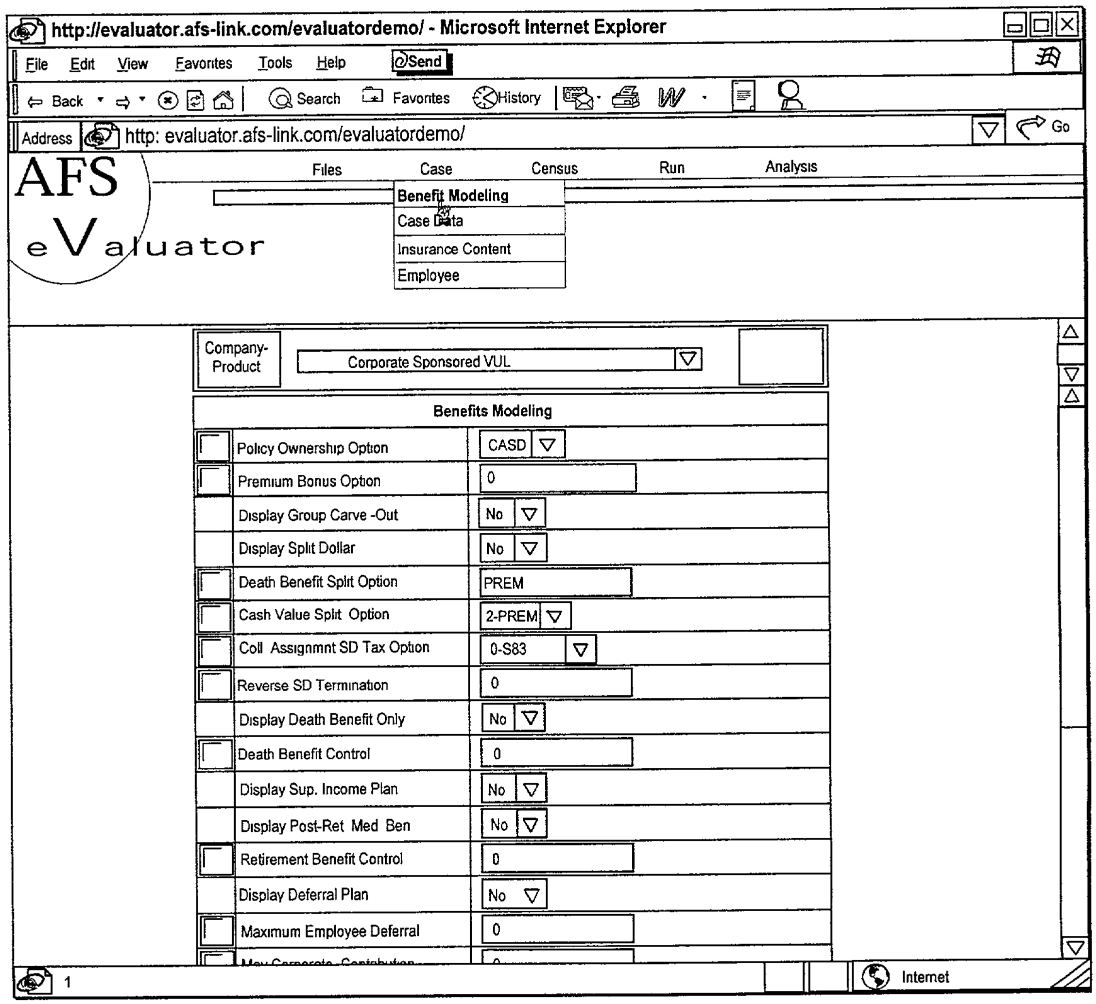
http://evaluator.afs-link.com/evaluatordemo/ - Microsoft Internet Explorer
File Edit View Favorites Tools Help Send
Back Search Favorites History
Address http: evaluator.afs-link.com/evaluatordemo/ Go
AFS eValuator
Files Case Census Run Analysis
Benefit Modeling
Case Data
Insurance Content
Employee
Company-Product
Corporate Sponsored VUL
Benefits Modeling
Policy Ownership Option CASD
Premium Bonus Option 0
Display Group Carve -Out No
Display Split Dollar No
Death Benefit Split Option PREM
Cash Value Split Option 2-PREM
Coll Assignmnt SD Tax Option 0-S83
Reverse SD Termination 0
Display Death Benefit Only No
Death Benefit Control 0
Display Sup. Income Plan No
Display Post-Ret Med Ben No
Retirement Benefit Control 0
Display Deferral Plan No
Maximum Employee Deferral 0
Internet

FIG. 5A

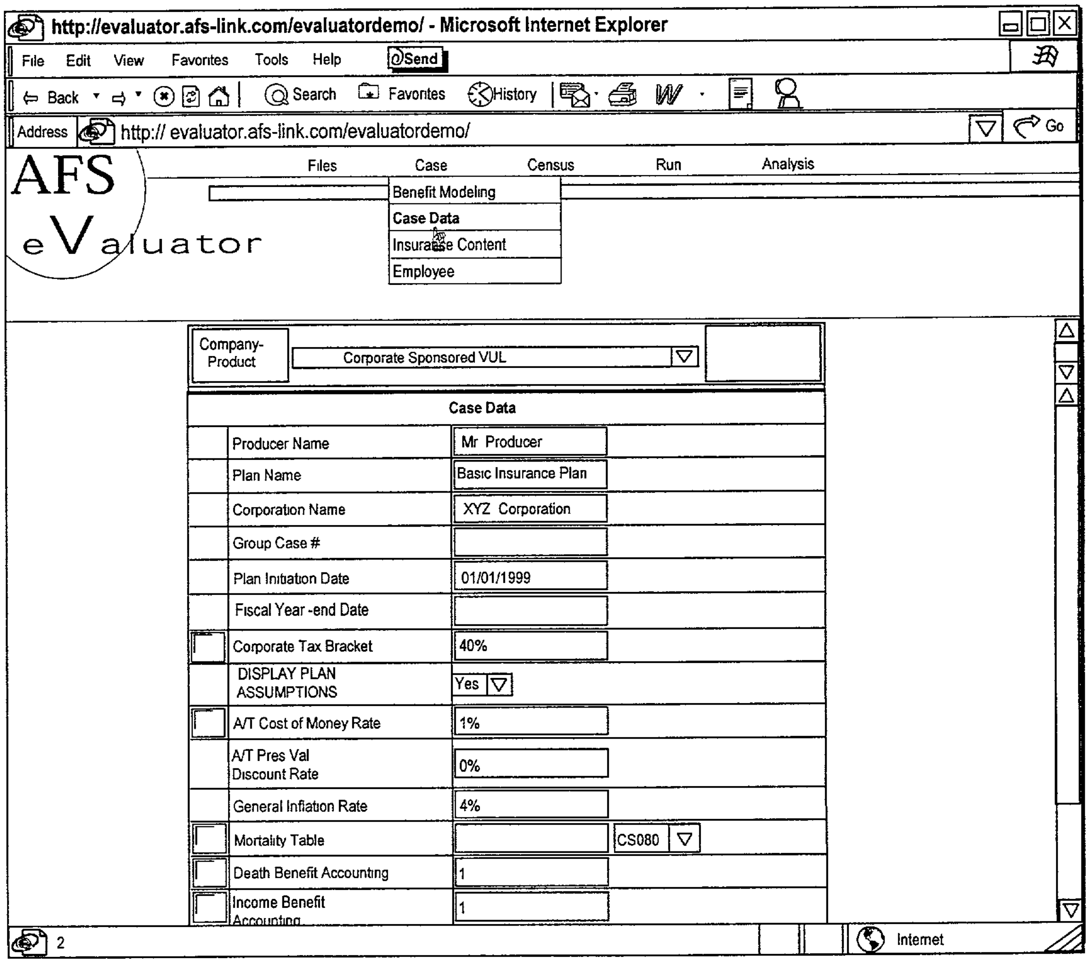
http://evaluator.afs-link.com/evaluatordemo/ - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Send
Back
Search
Favorites
History
Address
http:// evaluator.afs-link.com/evaluatordemo/
Go
AFS eValuator
Files
Case
Census
Run
Analysis
Benefit Modeling
Case Data
Insurance Content
Employee
Company-Product
Corporate Sponsored VUL
Case Data
Producer Name
Mr Producer
Plan Name
Basic Insurance Plan
Corporation Name
XYZ Corporation
Group Case #
Plan Initiation Date
01/01/1999
Fiscal Year -end Date
Corporate Tax Bracket
40%
DISPLAY PLAN ASSUMPTIONS
Yes
A/T Cost of Money Rate
1%
A/T Pres Val Discount Rate
0%
General Inflation Rate
4%
Mortality Table
CS080
Death Benefit Accounting
1
Income Benefit Accounting
1
2
Internet

FIG. 5B

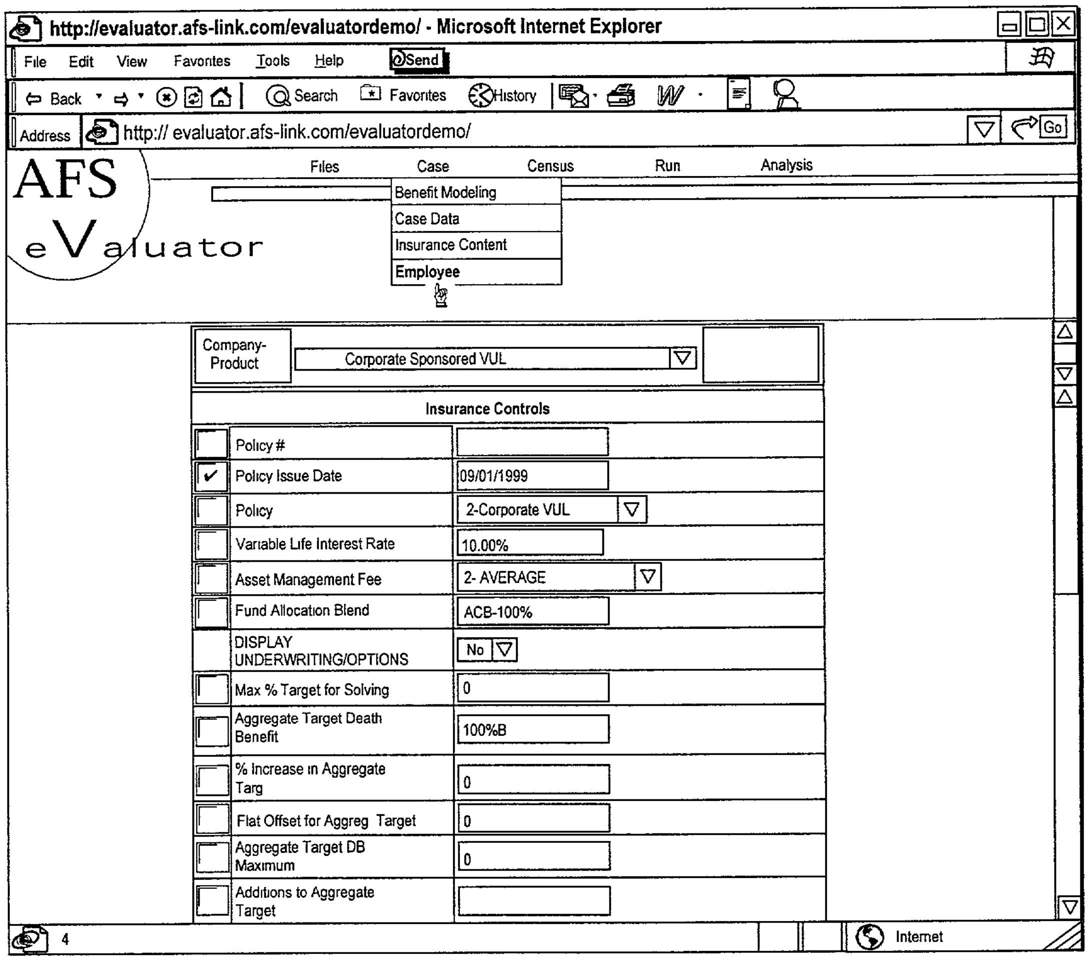
http://evaluator.afs-link.com/evaluatordemo/ - Microsoft Internet Explorer
File Edit View Favorites Tools Help Send
Back Search Favorites History
Address http:// evaluator.afs-link.com/evaluatordemo/ Go
AFS eValuator
Files Case Census Run Analysis
Benefit Modeling
Case Data
Insurance Content
Employee
Company-Product
Corporate Sponsored VUL
Insurance Controls
Policy #
Policy Issue Date
09/01/1999
Policy
2-Corporate VUL
Variable Life Interest Rate
10.00%
Asset Management Fee
2- AVERAGE
Fund Allocation Blend
ACB-100%
DISPLAY UNDERWRITING/OPTIONS
No
Max % Target for Solving
0
Aggregate Target Death Benefit
100%B
% Increase in Aggregate Targ
0
Flat Offset for Aggreg Target
0
Aggregate Target DB Maximum
0
Additions to Aggregate Target
4
Internet

FIG. 5C

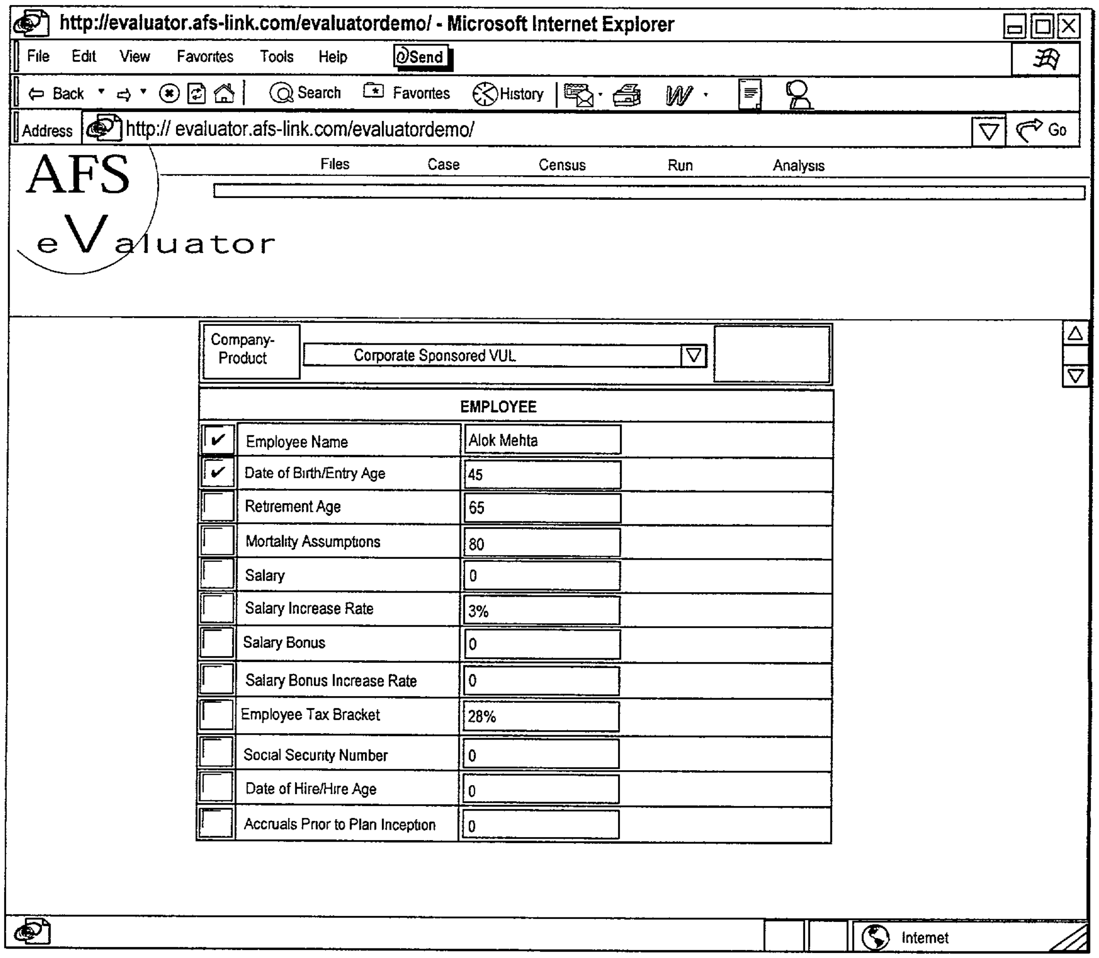
http://evaluator.afs-link.com/evaluatordemo/ - Microsoft Internet Explorer
File Edit View Favorites Tools Help Send
Back Search Favorites History
Address http:// evaluator.afs-link.com/evaluatordemo/ Go
AFS eValuator
Files Case Census Run Analysis
Company-Product
Corporate Sponsored VUL
EMPLOYEE
Employee Name Alok Mehta
Date of Birth/Entry Age 45
Retirement Age 65
Mortality Assumptions 80
Salary 0
Salary Increase Rate 3%
Salary Bonus 0
Salary Bonus Increase Rate 0
Employee Tax Bracket 28%
Social Security Number 0
Date of Hire/Hire Age 0
Accruals Prior to Plan Inception 0
Internet

FIG. 5D

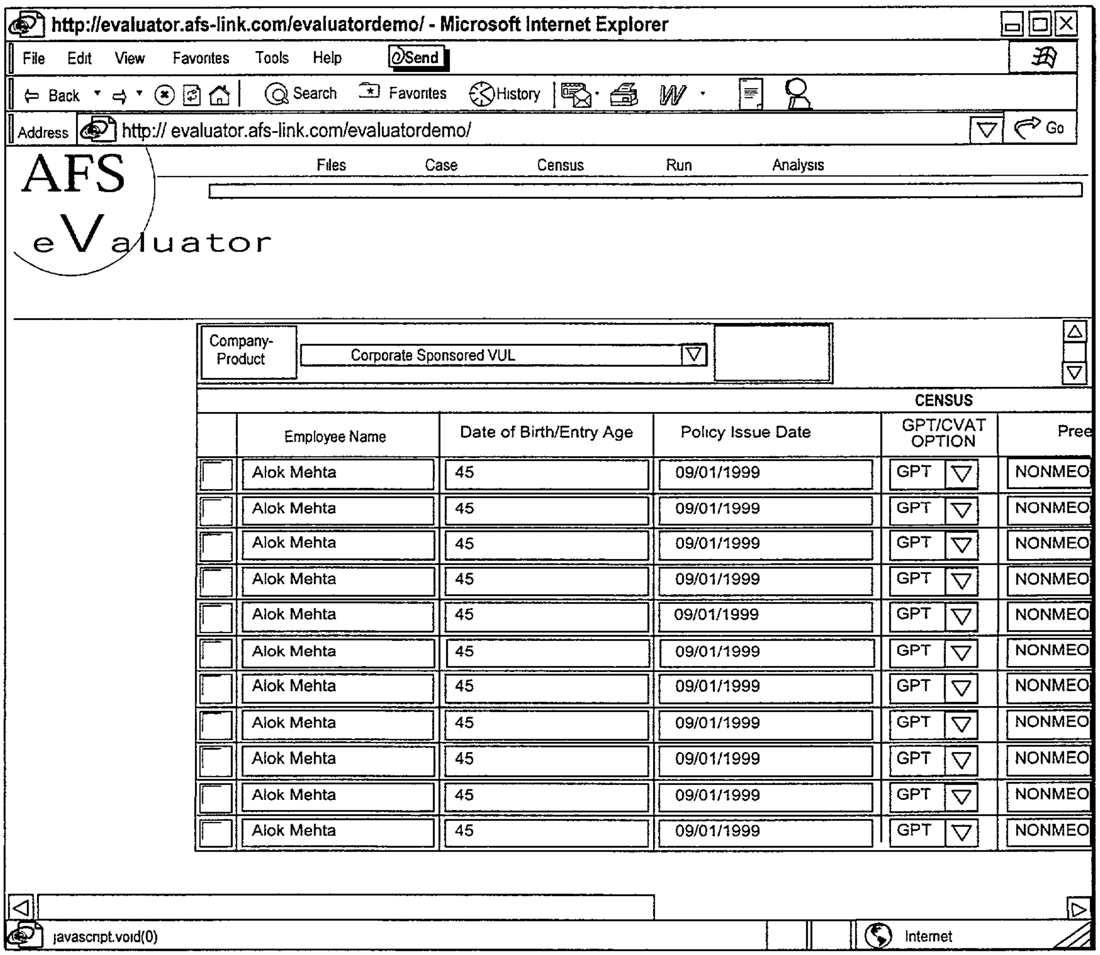
http://evaluator.afs-link.com/evaluatordemo/ - Microsoft Internet Explorer
File Edit View Favorites Tools Help Send
Back Search Favorites History
Address http:// evaluator.afs-link.com/evaluatordemo/ Go
AFS eValuator
Files Case Census Run Analysis
Company-Product
Corporate Sponsored VUL
CENSUS
Employee Name
Date of Birth/Entry Age
Policy Issue Date
GPT/CVAT OPTION
Pree
Alok Mehta
45
09/01/1999
GPT
NONMEO
javascript.void(0)
Internet

FIG. 5E

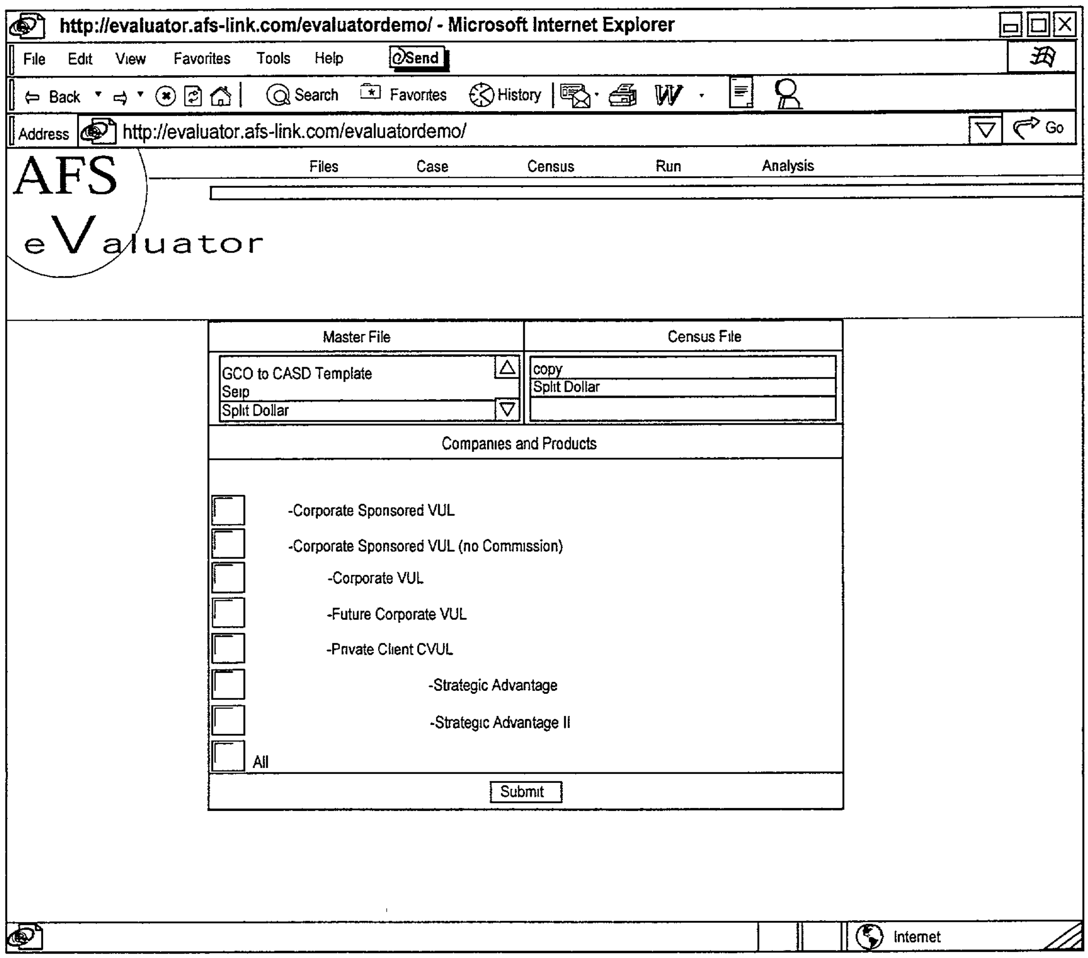
http://evaluator.afs-link.com/evaluatordemo/ - Microsoft Internet Explorer
File Edit View Favorites Tools Help Send
Back Search Favorites History
Address http://evaluator.afs-link.com/evaluatordemo/ Go
AFS eValuator
Files Case Census Run Analysis
Master File
Census File
GCO to CASD Template
Seip
Split Dollar
copy
Split Dollar
Companies and Products
-Corporate Sponsored VUL
-Corporate Sponsored VUL (no Commission)
-Corporate VUL
-Future Corporate VUL
-Private Client CVUL
-Strategic Advantage
-Strategic Advantage II
All
Submit
Internet

FIG. 5F

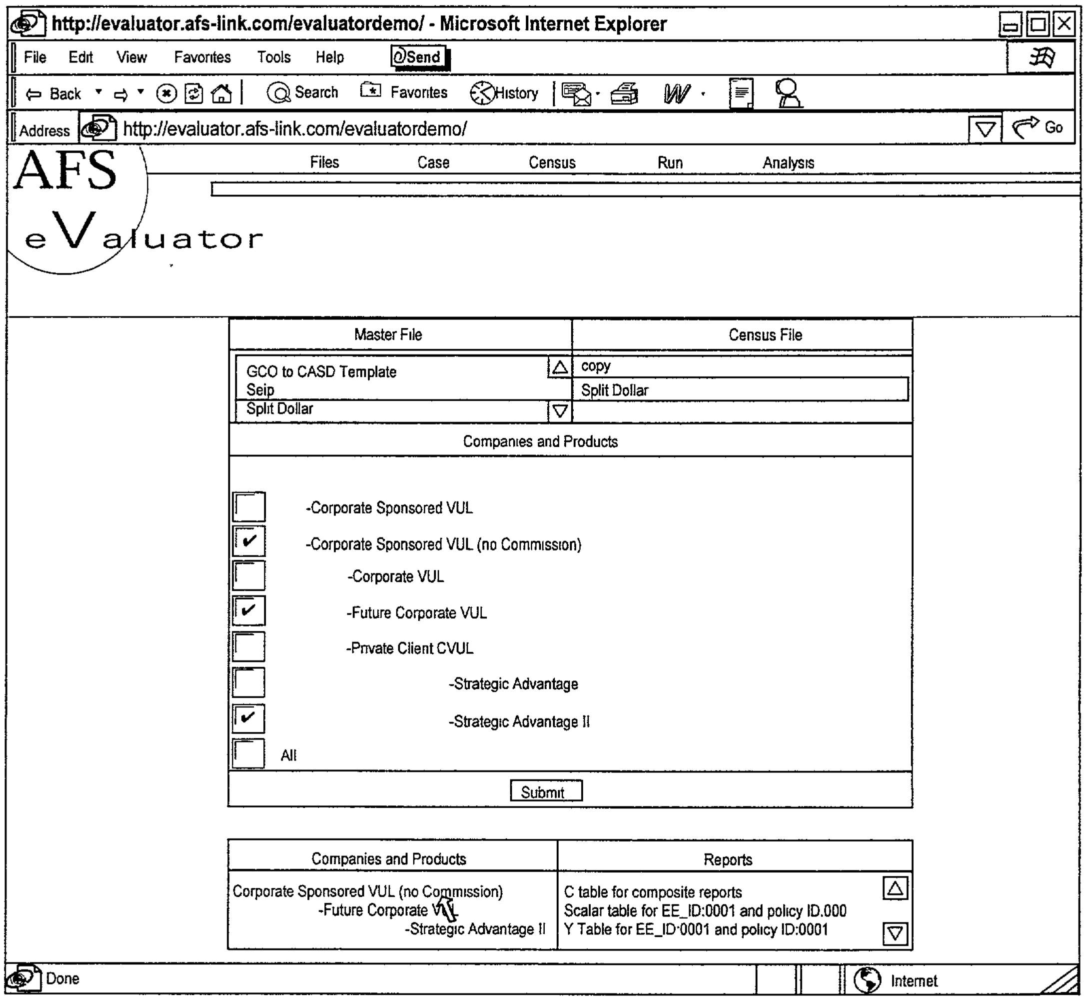
http://evaluator.afs-link.com/evaluatordemo/ - Microsoft Internet Explorer
File Edit View Favorites Tools Help Send
Back Search Favorites History
Address http://evaluator.afs-link.com/evaluatordemo/ Go
AFS
eValuator
Files Case Census Run Analysis
Master File
Census File
GCO to CASD Template
Seip
Split Dollar
copy
Split Dollar
Companies and Products
-Corporate Sponsored VUL
-Corporate Sponsored VUL (no Commission)
-Corporate VUL
-Future Corporate VUL
-Private Client CVUL
-Strategic Advantage
-Strategic Advantage II
All
Submit
Companies and Products
Reports
Corporate Sponsored VUL (no Commission)
-Future Corporate VUL
-Strategic Advantage II
C table for composite reports
Scalar table for EE_ID:0001 and policy ID.000
Y Table for EE_ID:0001 and policy ID:0001
Done
Internet

FIG. 5G

http://evaluator.afs-link.com/evaluatordemo/ShowReport.asp?Report=EV_0000000_27_004_1001_0001_-Microsoft

File Edit View Favorites Tools Help Send

Back Search Favorites History

Address http://evaluator afs-link com/evaluatordemo/ShowReport.asp?Report=EV_0000000_27_004_1001_0001_0 Go Links>>

| Age Beginning of Year | Net After-Tax Insurance Outlay | Corporate After-Tax Cash Flow Insurance Only | Total Cash Value | Net Cash Surrender Value | Total Death Benefit | After-Tax Effect on Earnings Insurance Alone | Corporate After-Tax Cash Flow Integrated Program | After-Tax Effect on Earnings Integrated Program |
|---|---|---|---|---|---|---|---|---|
| 0 | 13634.65 | -13634.65 | 0 | 13000.4 | 370305 | -634.25 | -13634.65 | -634.25 |
| 0 | 13634.65 | -13634.65 | 0 | 26723 49 | 370305 01 | 88.44 | -13634 65 | 88.44 |
| 0 | 13634.65 | -13634.65 | 0 | 41294.31 | 370305 | 444.28 | -13634.65 | 444.28 |
| 0 | 13634.65 | -13634.65 | 0 | 57360.44 | 370305.02 | 718.11 | -13634 65 | 718.11 |
| 0 | 13634.65 | -13634 65 | 0 | 74952.09 | 370304.98 | 1173.95 | -13634.65 | 1173.95 |
| 0 | 13634.65 | -13634.65 | 0 | 94141.45 | 373065.32 | 1120.95 | -13634.65 | 1120.95 |
| 0 | 13634 65 | -13634.65 | 0 | 114859 79 | 405277.48 | 983.54 | -13634.65 | 983.54 |
| 0 | 3634.65 | -3634.65 | 0 | 127358.94 | 415383 7 | 1029.73 | -3634.65 | 1029.73 |
| 0 | 3634.65 | -3634.65 | 0 | 140864 14 | 426054.77 | 1076 35 | -3634.65 | 1076.35 |
| 0 | 3634.65 | -3634.65 | 0 | 155497.14 | 437381.16 | 1123 49 | -3634.65 | 1123.49 |
| 0 | 3634.65 | -3634.65 | 0 | 171342.77 | 449392.56 | 1171.04 | -3634.65 | 1171.04 |
| 0 | 3634 65 | -3634.65 | 0 | 188479 | 462060.67 | 1219.12 | -3634.65 | 1219 12 |
| 0 | 3634 65 | -3634.65 | 0 | 206990.99 | 475418.84 | 1267.65 | -3634.65 | 1267.65 |
| 0 | 3634 65 | -3634.65 | 0 | 226998.1 | 489494 25 | 1316 69 | -3634.65 | 1316.69 |
| 0 | 3634 65 | -3634.65 | 0 | 248632.08 | 504314.33 | 1366.18 | -3634.65 | 1366.18 |
| 0 | 3634.65 | -3634 65 | 0 | 272050.54 | 519904.42 | 1416.19 | -3634.65 | 1416.19 |
| 0 | 3634.65 | -3634 65 | 0 | 297396.06 | 536327 91 | 1466.71 | -3634.65 | 1466.71 |
| 0 | 3634.65 | -3634 65 | 0 | 324821.22 | 553627.48 | 1517.71 | -3634.65 | 1517.71 |
| 0 | 3634.65 | -3634.65 | 0 | 354492.09 | 571852 41 | 1569.24 | -3634.65 | 1569.24 |
| 0 | 3634.65 | -3634.65 | 0 | 386588.19 | 596788 25 | 1621.29 | -3634.65 | 1621 29 |
| 0 | 3634 65 | -3634 65 | 0 | 422098.42 | 634163.91 | 1673.85 | -3634 65 | 1673.85 |

Done Internet

FIG. 5H

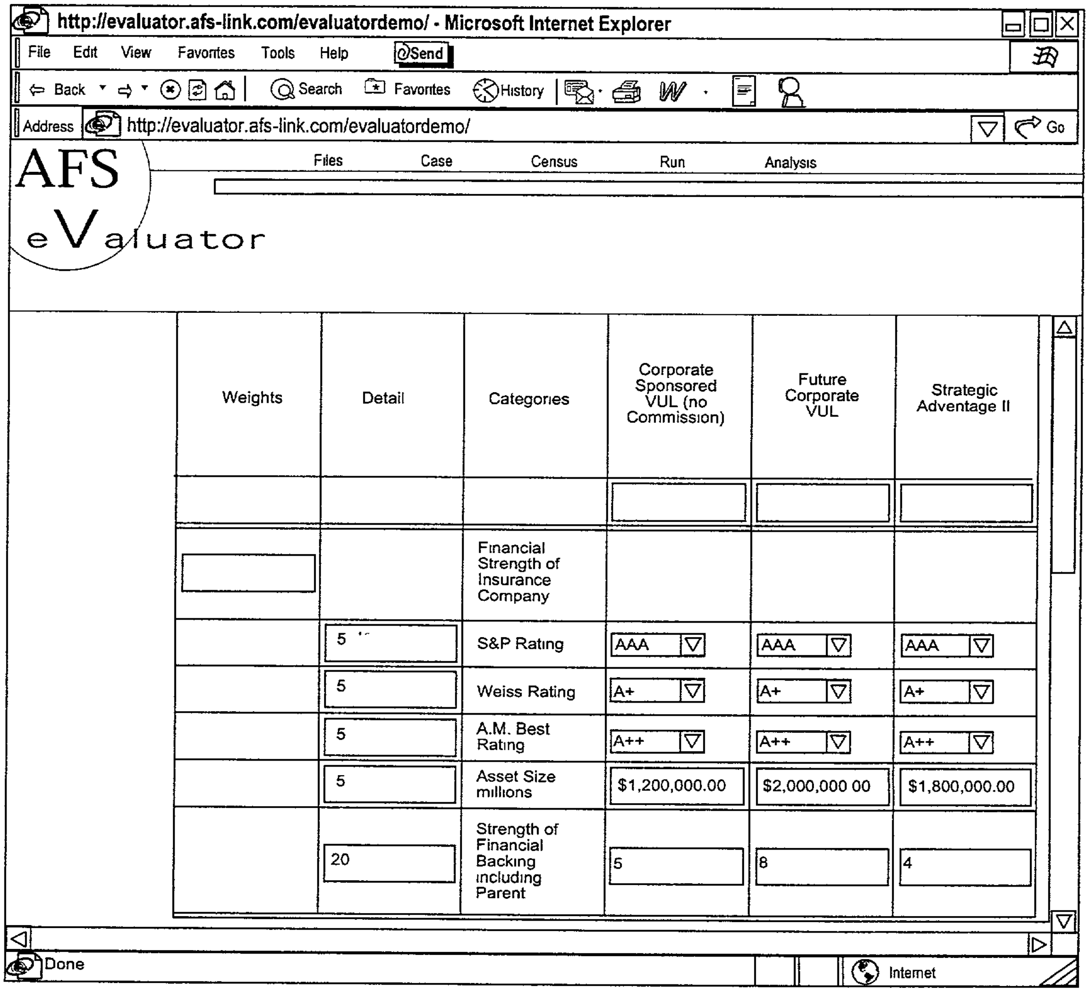
http://evaluator.afs-link.com/evaluatordemo/ - Microsoft Internet Explorer
File Edit View Favorites Tools Help Send
Back Search Favorites History
Address http://evaluator.afs-link.com/evaluatordemo/ Go
AFS eValuator
Files Case Census Run Analysis
Weights
Detail
Categories
Corporate Sponsored VUL (no Commission)
Future Corporate VUL
Strategic Advantage II
Financial Strength of Insurance Company
5 S&P Rating AAA AAA AAA
5 Weiss Rating A+ A+ A+
5 A.M. Best Rating A++ A++ A++
5 Asset Size millions $1,200,000.00 $2,000,000 00 $1,800,000.00
20 Strength of Financial Backing including Parent 5 8 4
Done
Internet

FIG. 5I

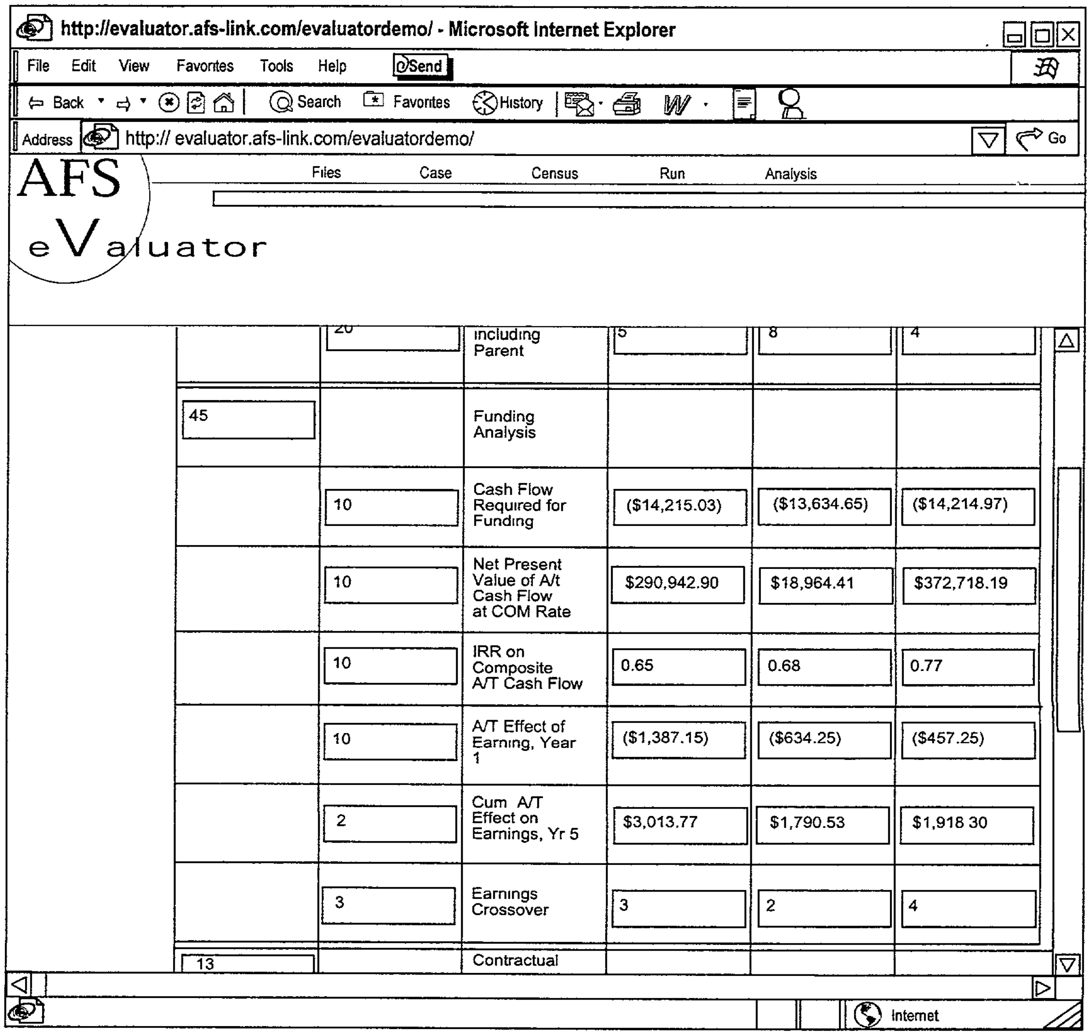
http://evaluator.afs-link.com/evaluatordemo/ - Microsoft Internet Explorer
File Edit View Favorites Tools Help Send
Back Search Favorites History
Address http:// evaluator.afs-link.com/evaluatordemo/ Go
AFS eValuator
Files Case Census Run Analysis
20 including Parent 5 8 4
45 Funding Analysis
10 Cash Flow Required for Funding ($14,215.03) ($13,634.65) ($14,214.97)
10 Net Present Value of A/t Cash Flow at COM Rate $290,942.90 $18,964.41 $372,718.19
10 IRR on Composite A/T Cash Flow 0.65 0.68 0.77
10 A/T Effect of Earning, Year 1 ($1,387.15) ($634.25) ($457.25)
2 Cum A/T Effect on Earnings, Yr 5 $3,013.77 $1,790.53 $1,918 30
3 Earnings Crossover 3 2 4
13 Contractual
Internet

FIG. 5J

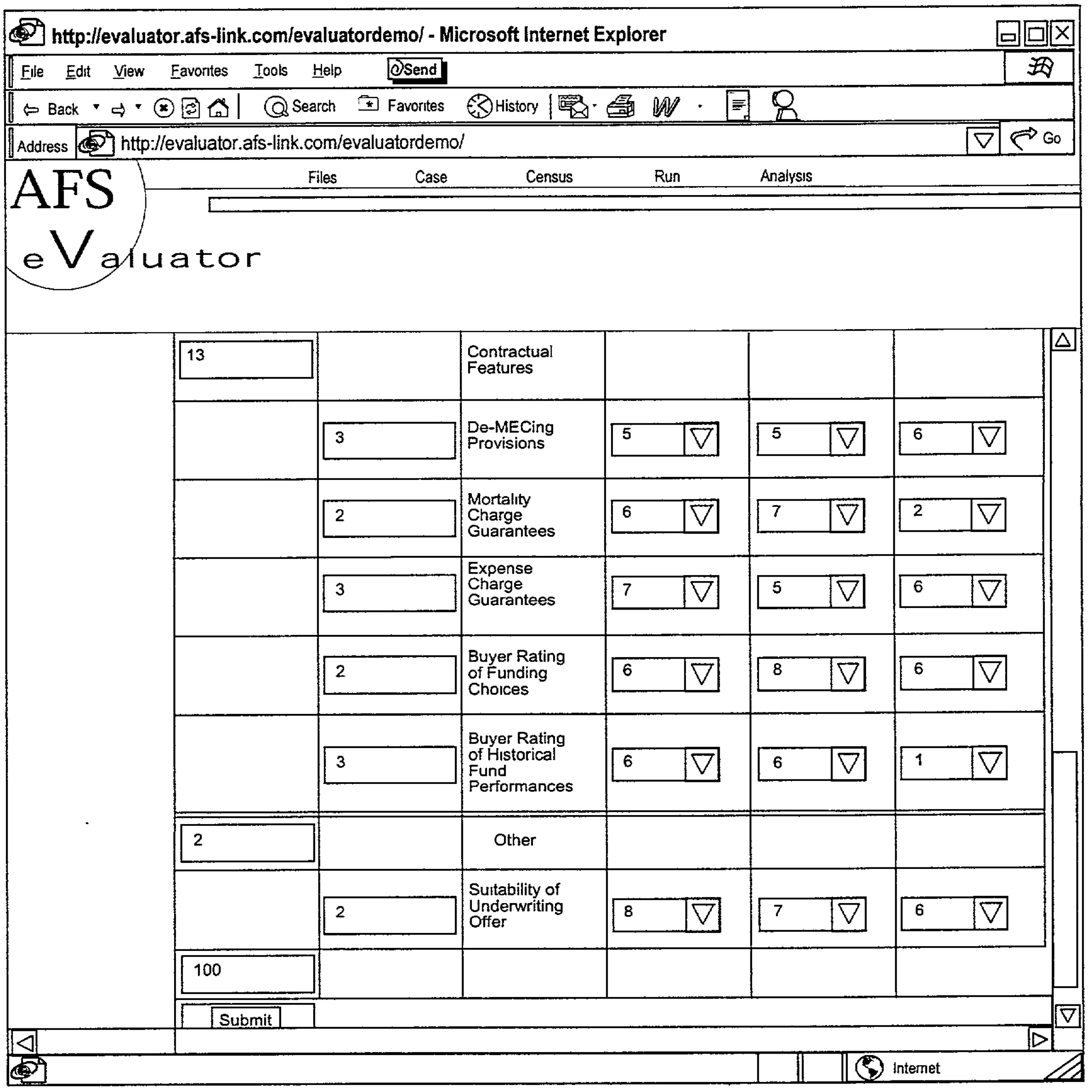
http://evaluator.afs-link.com/evaluatordemo/ - Microsoft Internet Explorer
File Edit View Favorites Tools Help Send
Back Search Favorites History
Address http://evaluator.afs-link.com/evaluatordemo/ Go
AFS eValuator
Files Case Census Run Analysis
13
Contractual Features
3
De-MECing Provisions
5 5 6
2
Mortality Charge Guarantees
6 7 2
3
Expense Charge Guarantees
7 5 6
2
Buyer Rating of Funding Choices
6 8 6
3
Buyer Rating of Historical Fund Performances
6 6 1
2
Other
2
Suitability of Underwriting Offer
8 7 6
100
Submit
Internet

FIG. 5K

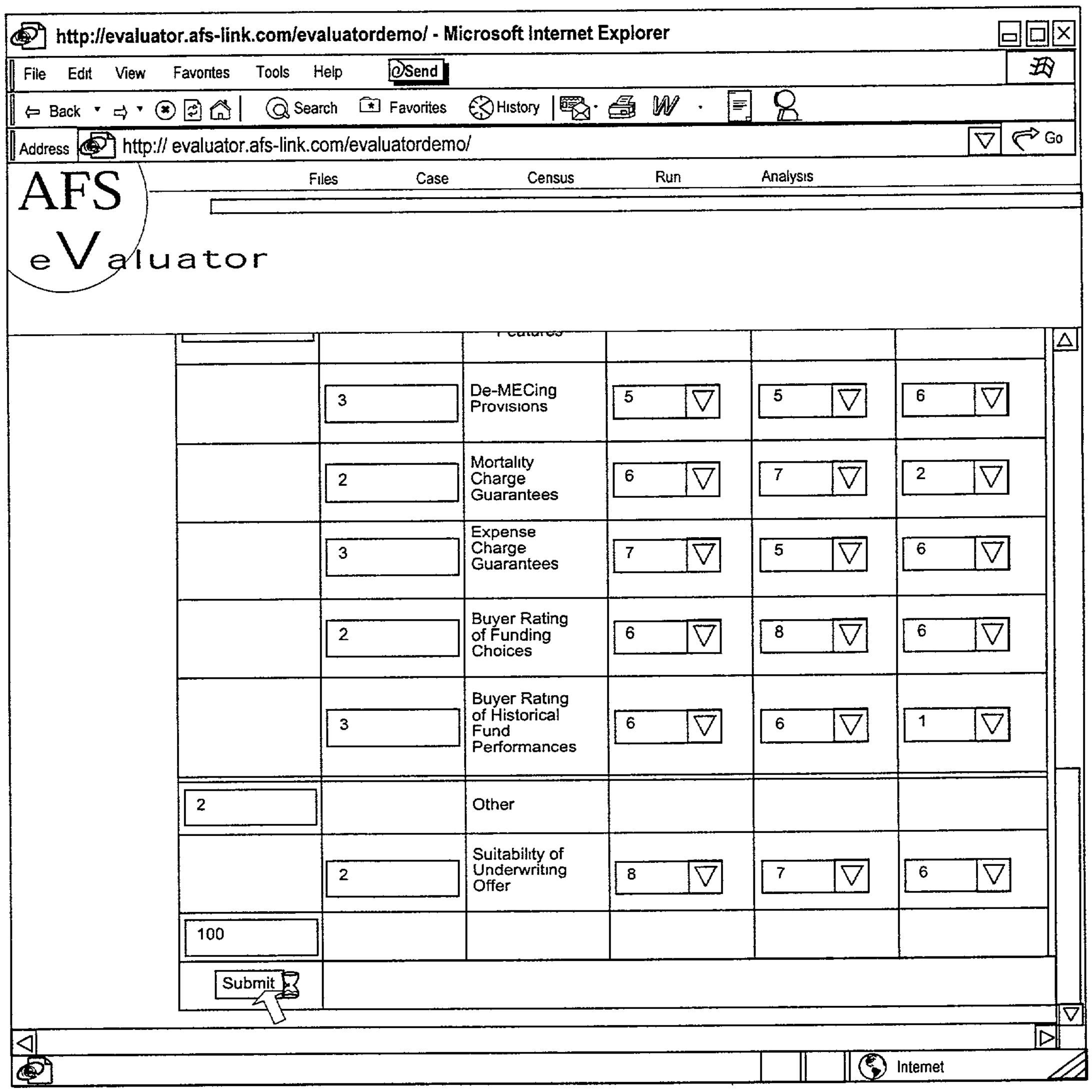
http://evaluator.afs-link.com/evaluatordemo/ - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Send
Back
Search
Favorites
History
Address
http:// evaluator.afs-link.com/evaluatordemo/
Go
AFS
eValuator
Files
Case
Census
Run
Analysis
3
De-MECing Provisions
5
5
6
2
Mortality Charge Guarantees
6
7
2
3
Expense Charge Guarantees
7
5
6
2
Buyer Rating of Funding Choices
6
8
6
3
Buyer Rating of Historical Fund Performances
6
6
1
2
Other
2
Suitability of Underwriting Offer
8
7
6
100
Submit
Internet

FIG. 5L

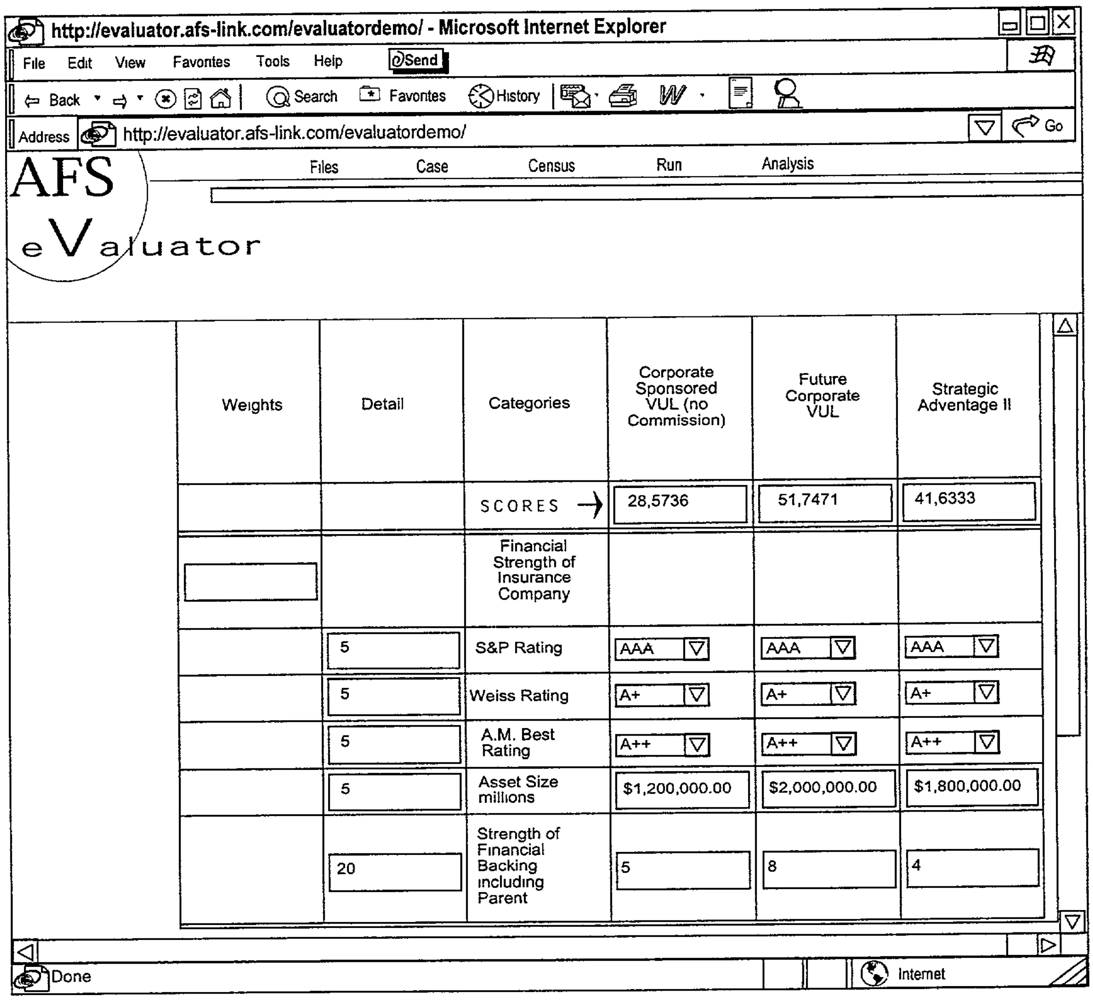
http://evaluator.afs-link.com/evaluatordemo/ - Microsoft Internet Explorer
File Edit View Favorites Tools Help Send
Back Search Favorites History
Address http://evaluator.afs-link.com/evaluatordemo/ Go
AFS eValuator
Files Case Census Run Analysis
Weights
Detail
Categories
Corporate Sponsored VUL (no Commission)
Future Corporate VUL
Strategic Advantage II
SCORES
28,5736
51,7471
41,6333
Financial Strength of Insurance Company
5 S&P Rating AAA AAA AAA
5 Weiss Rating A+ A+ A+
5 A.M. Best Rating A++ A++ A++
5 Asset Size millions $1,200,000.00 $2,000,000.00 $1,800,000.00
20 Strength of Financial Backing including Parent 5 8 4
Done
Internet

FIG. 5M